

Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

ACASR Industry Day 4 Dec 06

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Department of the Army



VISION

**To Be The Premier Advocacy
Organization Committed To
Maximizing Small Business
Opportunities In Support Of The
Warfighter And The Transformation
Of The Army.**



MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to Expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs



Strategic Plan

- Increase SB Base (Build Horizontal Capability)
- Increase Contracting Opportunities For SBs
- Educate Acquisition Work Force and SBs
- Maintain Strategic Partnering Relationships
- Leverage All Small Business Programs
- Foster Contracting Opportunities Through Partnering



SELLINGTOARMY Website

Single Portal For Army Small Business

- Small Business
- Acquisition Professionals
- ADs and SADBUs





ARMY SADBUC FOCUS

FY 06/07



- Maximize Value of Small Business to the Warfighter
- Partnering With Army Wounded Warrior Program
- SB Participation in FCS and Major Army Programs
- Contract Bundling and Consolidation
- Subcontracting Policy and Enforcement
- Strategic Sourcing



OMB Weighs In 20 May 2005



- Background
 - Federal governments buys \$300Billion/year
 - Each Agency must do strategic sourcing
 - **CAO**, CFO, & CIO are responsible
- Requires
 - Improve acquisition of 3 commodities
 - Submit plan 1 Oct 2005
 - Report progress annually in January



What is Strategic Sourcing?

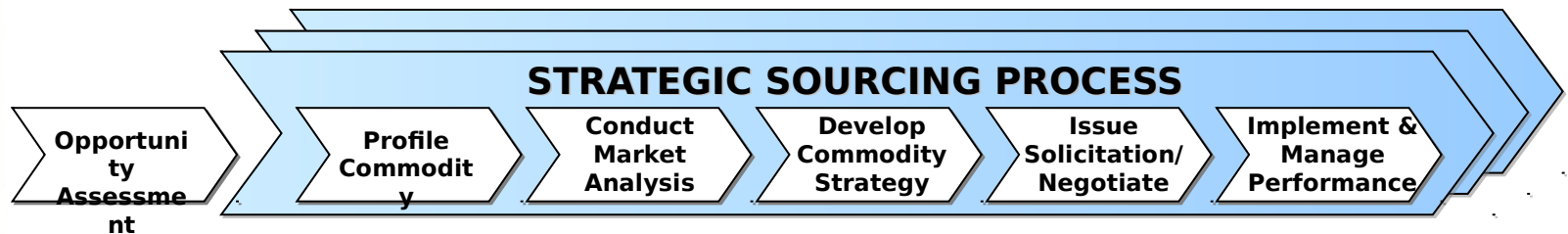


OMB Definition: Strategic sourcing is the collaborative and structured process of *critically analyzing an organization's spending* and using this information to make business decisions about *acquiring* commodities and services *more effectively and efficiently*



What is Strategic Sourcing?

The leveraging of an organization's buying power to obtain goods and services at better life cycle terms, conditions and results



A systematic process that incorporates Strategic Sourcing transforms purchasing from a transaction-oriented process to a driver for optimal quality and performance at more beneficial life-cycle costs



OMB Requires Plan and Annual Report

Agency Strategic Sourcing Plan

- **Governance**
- **Goals & Objectives**
 - **Cost & Performance “balanced with”**
 - **Socio-economic**
- **Performance Measures, Communications Strategy, & Training Strategy**

Annual Strategic Sourcing Report

- **Performance improvement**
- **Socio economic at the Prime Contract level**

DoD's Jan 06 report is available at
http://www.defenselink.mil/dbt/strategic_sourcing.html



Issues/Concerns

- Army Office of Small Business Participation**
- Small Business Impact**
- Small Business Opportunities**
- Education**
- Teaming and Partnering**

Questions?
www.sellingtoarmy.info

